



Revision number: 8

Purchasing Agent: GLENDON MITCHELL

**Item: COMPUTERS- MANUFACTURER DIRECT (WCSA)**

Vendor: 01313F DELL MARKETING LP  
ONE DELL WAY, RR 8  
ROUND ROCK, TX 78682

Internet Homepage: <http://www.dell.com>

Telephone: (800) 981-3355

Fax number: (512) 728-3653

Contact: Pamela McCue, Contracts Specialist

Email address:

Brand/trade name: DELL

Price: Percent discount off Published List Price

Terms: NET30

Effective dates: 12/1/99 through 9/30/2003

Days required for delivery:

Minimum order: One

Min shipment without charges: FOB Destination

Contract renewal options: None

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**NOTE: CONTACT INFORMATION UPDATED.**

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This is a multiple award contract. Please review the following contracts for optimal pricing, delivery and service before making your purchasing decision: **MA-575 (GATEWAY), MA-432 (COMPAQ) AND MA-130 (IBM)**. Document purchasing decision.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.

**Remit To: 01313F-A Dell Marketing LP**  
Dept. 0747  
PO Box 120001  
Dallas, TX 75312-0747



**For contract configurations, part numbers, product description and pricing:**

<http://www.dell.com>

**PART I: Percent Off of List Price**

Baseline pricing can be verified at Dell's State and Local Government website located at <http://www.dell.com>

Product Category	Category Description	Percent Discount off list price
A	Enterprise product lines inclusive of Optiplex desktops, Latitude notebooks, Precision workstations and PowerEdge servers	8.5%
H	Basic and professional value line	4.0%
Z	Consumer line Desktops, Dimension systems	2.0%
S	Consumer line notebooks, Inspiron systems	2.0%
R	Service - NBD on-site service (extended years); critical care on-site service (all years)	9.1%
O	Service - Directline service, 4-hour on-site critical care plus, BusinessCare Plus on-site service (all years)	13.14%
	Dellware third party Peripherals and Software	8.2%

**PART II: Single Transaction Enterprise Volume Discounts**

Minimum Dollar Volume Associated with Single Purchase Order	Maximum Dollar Volume Associated with Single Purchase Order	Discount in addition to Initial Pricing Level Discount
\$25,000.00	\$49,999.99	Greater than or equal to 1%
\$50,000.00	\$99,999.99	Greater than or equal to 2%
\$100,000.00	\$249,999.99	Greater than or equal to 4%
\$250,000.00	\$499,999.99	Greater than or equal to 6%
\$500,000.00	No Maximum	Greater than or equal to 8%

**PART III: Contract Volume Incentive**



Contract Volume	Proposed Discount
Up to \$150 million	7.5%
\$150,000,001.00 to 224,999,999.00	8.0%
\$225,000,000.00 to 299,999,999.00	8.5%
\$300,000,000.00 to 324,999,999.00	9.0%
\$325,00,000.00 to 399,999,999.00	9.5%
\$400,000,000.00 and above	10.00%

The effective date for the increase will be at the start of the next calendar quarter in which the incremental increase in sales occurs. The incremental increase only applies to Category A.

**Contact Information:**

**State and Local Governments**

Parish Wilkinson  
 Telephone: (800) 981-3355 Ext. 66280  
 Fax Number: (800) 433-9527  
 E-mail Address: [Parish\\_Wilkinson@dell.com](mailto:Parish_Wilkinson@dell.com) [Jill\\_Olerich@dell.com](mailto:Jill_Olerich@dell.com)

Jill Olerich  
 (303) 346-4938

**K-12**

Shannon Houston  
 Telephone: (888) 977-3355 ext. 47095  
 Fax: (888) 820-7454  
 E-mail Address: [Shannon\\_Houston@dell.com](mailto:Shannon_Houston@dell.com) [Jan\\_Jensen@dell.com](mailto:Jan_Jensen@dell.com)

Jan Jensen  
 (801) 225-6700  
 (801) 226-2657

**Higher Education**

Jeanna Rochner  
 (800) 274-7799 Ext. 42333  
 Fax: (800) 265-5329  
 E-mail Address: [Jeanna\\_Rochner@dell.com](mailto:Jeanna_Rochner@dell.com)

Greg Falcone  
 (800) 274-7799 x 47237  
 (800) 265-5329  
[Gray\\_Fleming@dell.com](mailto:Gray_Fleming@dell.com)

**Technical Support - Telephone (800) 274-7799**

Desktops	Notebooks	Servers	Customer Service
Ext. 66425	Ext. 69218	Ext. 62800	Ext. 66409

PC stores contracts please see: MA-362, MA-371, and MA-382.

**Employee purchase plan:** [www.dell.com/slg/epp](http://www.dell.com/slg/epp)

**FINET COMMODITY CODE(S):**

- 20413000000 Cables: Printer, Disk, Network, Etc.
- 20416000000 Chips: Accelerator, Graphics, Math Co-processor, Memory (Ram and Rom), Network, Etc.
- 20419000000 Communication Boards: Fax, Modem (Internal), Etc.



- 20424000000 Controllers, Programmable: Industrial Control Devices, Robots, Etc.
- 20428000000 Data Entry and Remote Job Entry Devices, Voice Activated: Voice Recognition, Voice Digitization, Speech Synthesizers, Etc.
- 20433000000 Drives, Compact Disk (Cd Rom, Etc.)
- 20434000000 Drives, Floppy Disk
- 20435000000 Drives, Hard/fixed Disk
- 20437000000 Drives, Tape
- 20442000000 Expansion/accelerator Boards: Memory, Processor, Etc.
- 20453000000 Microcomputers, Desktop or Towerbased
- 20454000000 Microcomputers, Handheld, Laptop, and Notebook
- 20455000000 Microcomputers, Multi-processor
- 20458000000 Modems, External, Data Communications
- 20460000000 Monitors, Color and Monochrome (Cga, Vga, Svcga, Etc.)
- 20464000000 Network Components: Adapter Cards, Bridges, Connectors, Expansion Modules/ports, Hubs, Line Drivers, Msas, Routers, Transceivers,etc
- 20468000000 Peripherals, Miscellaneous: Joy Sticks, Graphic Digitizers, Light Pens, Mice, Pen Pads, Trackballs, Etc.
- 20484000000 Retrieval Systems, Computer Assisted: Indexing, Retrieval (Cd Rom Jukebox, Etc.) And Access Systems